

# VIRGINIA REAL ESTATE BOARD

## EDUCATION COMMITTEE AGENDA

September 19, 2007

FINAL

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. One Stop Real Estate School, Woodbridge, VA  
Contact: Guy D. Allen
2. R & A Management & Referral, LLC, Roanoke, VA  
Contact: Treena Gibson

IV. Review of Continuing Education Courses

A. Previously approved continuing education courses, approved school:

1. 57016 Real Estate Investments in IRA's & Qualified Plans, 8 hrs Real Estate Related Subjects, The Entrust Group (**Review of Instructor**)
2. 57118 Ethics in Today's Real Estate World (On-Line), 4 hours Ethics & Standards of Conduct, Moseley-Dickinson Academy of Real Estate (**Review of Instructor**)
3. 57134 Ethics Seminar (classroom), 3 hours Ethics and Standards of Conduct, Real Estate Career Academy (**Review of Instructor**)

B. Original application for continuing education course, approved school:

1. 56648 Virginia Law Combo (4 Hours)(On-Line), 2 hrs Fair Housing, 1 hr Real Estate Agency, 1 hr Real Estate Contracts, McKissock
2. 57011 The Credit and Loan Process, 3 hrs Real Estate Related Subjects, Real Estate Institute

3. 57015 Continuing Education, 1 hr Legal Updates, 2 hrs Fair Housing, 3 hrs Ethics & Standards of Conduct, 1 hr Real Estate Agency, 1 hr Real Estate Contracts, 8 hrs Real Estate Related, SML School of Real Estate
4. 57018 Fair Housing, 3 hrs Fair Housing, Montague Miller Real Estate Academy
5. 57020 Income Tax Aspects of Investing in Real Estate, 8 hrs Real Estate Related Subjects, Lorman Business Center, Inc.
6. 57021 Mortgage Fraud: Protect Yourself!, 4 hrs Real Estate Related Subjects, McKissock, LP
7. 57023 Mandatory 8 Hours, 2 hrs Fair Housing, 3 hrs Ethics & Standards of Conduct, 1 hr Real Estate Agency, 1 hr Real Estate Contracts, 1 hr Legal Updates, Moseley-Dickinson Academy of Real Estate
8. 57026 What Every Agent Should Know About Mortgages, Credit Scoring, E-Loans, and the Loan Approval Process, 3 hrs Real Estate Related Subjects, The Professional Development Institute
9. 57028 Like-Kind Real Estate Exchanges, 8 hrs Real Estate Related Subjects, Lorman Business Center, Inc.
10. 57030 Zoning, Subdivision and Land Development Law, 7 hrs Legal Updates, Lorman Business Center, Inc.
11. 57033 Expanding the Scope of Commercial Brokerage, 10 hrs Real Estate Related, SIOR
12. 57034 Core Components of Commercial Brokerage, 10 hrs Real Estate Related, SIOR
13. 57035 VA Legal Update & Ethics (On-Line), 3 hrs Ethics, 1 hr Legal Updates, McKissock, LP
14. 57047 The Future of Prince William County, 1 hr Real Estate Related, Prince William Association of Realtors
15. 57050 The Settlement Process-Make It Easy On Yourself, 2 hrs Real Estate Related, RE/MAX Olympic Education Center
16. 57052 A, B, C's of a Heavy Foreclosure Market, 1 hour Real Estate Related, RE/MAX Olympic Education Center
17. 57055 Title Examination (classroom), 7 hours

- Real Estate Related, Lorman Business Center, Inc.
- 18.57056 Understanding Home Construction Problems Commonly Found in Existing Houses by Home Inspectors, 3 hours Real Estate Related, The Professional Development Institute
- 19.57058 Zoning, Subdivision and Land Development Law, 7 hours Real Estate Related Subjects, Lorman Business Center, Inc.
- 20.57059 Intro to FHA's 203K Mortgage, 4 hours Real Estate Related, U.S. Dept. of Housing & Urban Development
- 21.57063 1 Hour Storm & Flood Emergency Cleaning & Restoration, 1 hour Real Estate Related, Alpha College of Real Estate
- 22.57065 2 Hour Storm & Flood Emergency Cleaning & Restoration, 2 hours Real Estate Related, Alpha College of Real Estate
- 23.57067 3 Hour Storm & Flood Emergency Cleaning & Restoration, 3 hours Real Estate Related, Alpha College of Real Estate
- 24.57069 Landlord and Tenant Law, 8 hours Real Estate Related, Lorman Business Center, Inc.
- 25.57070 Current Legal Problems in VA Real Estate, 1 hour Real Estate Contracts, 2 hours Fair Housing, Kirks Institute
- 26.57072 From Contract to Settlement, 3 hours Real Estate Related, Carruthers Academy of Real Estate
- 27.57074 Common Contract Addenda, 3 hours Real Estate Contracts, Carruthers Academy of Real Estate
- 28.57077 Foreclosure, Liens and Bankruptcy, 1 hour Real Estate Related, Lawyers Title Insurance Corporation
- 29.57079 Seller Representation - Bringing It All Together, 3 hours Real Estate Related, Montague Miller Real Estate Academy
- 30.57081 Seller Representation - Getting Started, 3 hours Real Estate Related, Montague Miller Real Estate Academy
- 31.57083 Seller Representation - Marketing & Working with Agents, 3 hours Real Estate Related, Montague Miller Real Estate Academy

32.57085 Seller Representation - Preparing for Listing the Appointment, 3 hours Real Estate Related, Montague Miller Real Estate Academy

33.57091 Private Appraisal Assignments (On-Line), 4 hours Real Estate Related, McKissock

34.57092 Clients First/Understanding Agency, 3 hours Real Estate Agency, Liz Moore University

35.57093 2007 Eight Hour Mandatory Class, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, Fairfax Realty Training Center

36.57094 Fair Housing (3 hrs), 3 hrs Fair Housing, GSH Training Company

37.57096 Spanish for Real Estate Agents, 8 hrs Real Estate Related, Richmond Association of Realtors

38.57099 Harnessing the Power of the MLS to Market Your Listings, 2 hrs Real Estate Related, Richmond Association of Realtors

39.57101 Meth and Its Makers, 3 hrs Real Estate Related, Richmond Association of Realtors

40.57103 8 Hr Real Estate Company Management & Agent Supervision (Classroom), 8 hrs Broker Management, Alpha College of Real Estate

41.57105 8 Hr Real Estate Company Management & Agent Supervision (On-Line & Correspondence), 8 hrs Broker Management, Alpha College of Real Estate

42.57108 Preparing a Competitive Market Analysis, 3 hrs Real Estate Related, Carruthers Academy of Real Estate

43.57110 Marketing and Servicing a Listing, 3 hours Real Estate Related, Carruthers Academy of Real Estate

44.57112 The Tools & Techniques for Effective Buyer Representation, 3 hours Real Estate Agency, Prince William Association of Realtors

45.57114 Deed Warranties, Tenancies and Decedents' Estates, 1 hour Real Estate Related, Prince William Association of Realtors

- 46.57116 Roll Your Dice & Take a Chance, 1  
hour Real Estate Related, Prince William  
Association of Realtors
- 47.57121 Zoning, Subdivision and Land Development  
Law, 7 hours Real Estate Related, Lorman  
Business Center, Inc.
- 48.57122 Homeowner's Association Management, 12  
hours Real Estate Related, America's Best
- 49.57125 Intro to Property Management, 15 hours of  
Real Estate Related, America's Best
- 50.57126 Advanced Home Inspection (Online), 6 hours  
Real Estate Related, America's Best
- 51.57127 Client Focused Communication (Online), 3  
hours Real Estate Related, America's Best
- 52.57128 Agency - The Big Picture (Online), 3 hours  
Real Estate Agency, America's Best
- 53.57129 A Day in the Life of an Appraiser  
(Online), 3 hours Real Estate Related,  
America's Best
- 54.57130 Legal Updates, 1 hour Legal Updates, New  
River Community & Technical College
- 55.57131 NARPM Ethics, 3 hours Ethics & Standards  
of Conduct, America's Best
- 56.57132 Technology in Real Estate, 6 hours Real  
Estate Related, America's Best
- 57.57133 NARPM Tenancy, 6 hours Real Estate  
Related, America's Best
- 58.57136 Real Estate Law, 3 hours of Real Estate  
Related, Fairfax Realty Training Academy
- 59.57137 Networking Your Sphere of Influence, 2  
hours Real Estate Related, Liz Moore  
University
- 60.57139 For Sale by Owners, 2 hours Real Estate  
Related, Liz Moore University
- 61.57141 Competitive Advantage, 2 hours Real Estate  
Related, Liz Moore University
- 62.57143 Introduction to Commercial Investment  
Analysis, 4 hours Real Estate Related,  
Long & Foster Institute of Real Estate
- 63.57144 Development Analysis and Land Valuation, 4  
hours Real Estate Related, Long & Foster  
Institute of Real Estate
- 64.57145 Seniors Real Estate Specialist Revision 1,  
7 hours Real Estate Related, Long & Foster  
Institute of Real Estate
- 65.57146 16 Hour Correspondence Course  
(Correspondence), 1 hour Legal Updates, 1

hour Real Estate Agency, 1 hour Real Estate Contracts, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 8 hours Real Estate Related Subjects, Long & Foster Institute for Real Estate

66.57147 Ethics & Standards of Conduct (Correspondence), 3 hours Ethics & Standards of Conduct, Long & Foster Institute for Real Estate

67.57149 Introduction to Leadership, 4 hours Real Estate Related, Long & Foster Institute for Real Estate

68.57150 Legal Updates & Emerging Trends (Correspondence), 1 hour Legal Updates, Long & Foster Institute for Real Estate

69.57151 Working with a Developer (TCN), 3 hours Real Estate Related, Long & Foster Institute of Real Estate

70.57152 Ethics (Classroom), 3 hours Ethics and Standards of Conduct, Provident School of Real Estate

71.57154 Mortgage Market Meltdown (classroom), 3 hours Real Estate Related, Prince William Assoc. of Realtors

72.57157 In-Depth Market Analysis for Commercial Real Estate, 4 hours Real Estate Related, Long & Foster Institute for Real Estate

73.57158 Using the HP10B2 Financial Calculator, 4 hours Real Estate Related, Long & Foster Institute for Real Estate

74.57162 Copyright Seminar, 6 hours Real Estate Related, VAR

75.57164 Ethics and Legal Update, 3 hours Ethics & Standards of Conduct, 1 hour Legal Update, VAR

76.57166 Fair Housing in the 21<sup>st</sup> Century for Property Managers, 3 hours Fair Housing, VAR

77.57168 Fair Housing, Agency, and Contracts Update, 2 hours Fair Housing, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, VAR

78.57170 Fair Housing-Reasonable Modifications & Accommodations for Persons with Disabilities: A Practical, Proactive Approach for Property Managers, 2 hours Fair Housing, VAR

79. 57172 It's About Leadership, 2 hours of Broker Management, VAR
80. 57173 Motivation Through Management, 2 hours of Broker Management, VAR
81. 57175 The Power of Goals/Business Planning, 3 hours of Real Estate Related, Liz Moore University
82. 57179 The Code is Good Business, 1 hour Ethics & Standards of Conduct, VAR
83. 57181 The Essentials of Leadership to Build an Unassailable Team, 6 hours Real Estate Related, VAR
84. 57182 The Essentials of Leadership to Build an Unassailable Team, 6 hours Broker Management and Supervision, VAR
85. 57183 Eminent Domain, 1 hour Ethics & Standards of Conduct, 5 hours Legal Updates, 8 hours Real Estate Related, CLE International
86. 57184 RE Agency Relationships in Virginia, 1 hour Real Estate Agency, MAI Institute
87. 57185 Contract Law, 1 hour Real Estate Contracts, MAI Institute
88. 57198 Code of Ethics & Standards of Practice, 3 hours Ethics and Standards of Conduct, MAI Institute
89. 57201 What is Delivery? 1 hour Real Estate Related, MBH Settlement Group, LC
90. 57203 Bankruptcy and Foreclosure, 2 hours Real Estate Related, MBH Settlement Group, LC
91. 57207 Foreign Buyers and Sellers, 1 hour Real Estate Related, MBH Settlement Group, LC

C. Original application for continuing education course, school application pending:

1. 57123 The ABC's of Community Associations, 3 hours Real Estate Related, R & A Management & Referral, LLC

V. Review of Post License Education Courses

A. Previously approved post license education course, approved school:

1. 57119 Conservation Real Estate (Other Real Estate Related), 2 hours Residential Real

Estate Elective Topics, New River Valley Association of Realtors (**Review of Instructor**)

2. 57135 Ethics Seminar (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Real Estate Career Academy (**Review of Instructor**)

B. Original application for post license education course, approved school:

1. 57012 The Credit and Loan Process (Finance), 3 hours Residential Real Estate Elective Topics, Real Estate Institute
2. 57017 Real Estate Related Investments in IRA's & Qualified Plans (Other Real Estate Related), 8 hour Residential Real Estate Elective Topics, The Entrust Group
3. 57019 Fair Housing (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Montague Miller Real Estate Academy
4. 57027 What Every Agent Should Know About Mortgages, Credit Scoring, E-Loans, and the Loan Approval Process (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, The Professional Development Institute
5. 57048 The Future of Prince William County (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
6. 57051 The Settlement Process-Make It Easy On Yourself (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RE/MAX Olympic Education Center
7. 57053 A, B, C's of a Heavy Foreclosure Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RE/MAX Olympic Education Center
8. 57057 Understanding Home Construction Problems Commonly Found in Existing Houses by Home Inspectors (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Professional Development Institute
9. 57060 Intro to FHA's 203K Mortgage (Finance), 4 hours Residential Real Estate Elective



- Topics, U.S Dept. of Housing & Urban Development
10. 57061 Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
  11. 57062 Real Estate Contracts Offer to Purchase (Offer to Purchase) 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
  12. 57064 1 hour Storm & Flood Emergency Cleaning & Restoration (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
  13. 57066 2 Hour Storm & Flood Emergency Cleaning & Restoration (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  14. 57068 3 hour Storm & Flood Emergency Cleaning & Restoration (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  15. 57071 Current Legal Problems in VA Real Estate (Other Real Estate), 3 hours Residential Real Estate Elective Topics, Kirks Institute
  16. 57073 From Contract to Settlement (Selling Process), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
  17. 57075 Common Contract Addenda (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
  18. 57076 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
  19. 57078 Foreclosure, Liens and Bankruptcy (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Lawyers Title Insurance Company
  20. 57080 Seller Representation - Bringing It All Together (Selling Process), 3 hrs Residential Real Estate Elective Topics, Montague Miller Real Estate Academy

21. 57082 Seller Representation - Getting Started (Selling Process), 3 hrs Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
22. 57084 Seller Representation - Marketing & Working with Agents (Selling Process), 3 hrs Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
23. 57086 Seller Representation - Preparing for Listing the Appointment (Selling Process), 3 hrs Residential Real Estate Mandatory Topics, Montague Miller Real Estate Academy
24. 57095 Fair Housing - 3 hrs (Fair Housing), 3 hrs Residential Real Estate Mandatory Topics, GSH Training Company
25. 57097 Spanish for Real Estate Agents (Other Real Estate Related), 4 hrs Residential Real Estate Elective Topics, Richmond Association of Realtors
26. 57100 Harnessing the Power of MLS to Market Your Listings (Technology), 2 hrs Residential Real Estate Elective Topics, Richmond Association of Realtors
27. 57102 Meth and Its Makers (Property Valuation/Listing Process), 3 hrs Residential Real Estate Elective Topics, Richmond Association of Realtors
28. 57104 8 Hr Real Estate Company Management & Agent Supervision (Other Real Estate Related), (Classroom), 4 hrs Residential Real Estate Elective Topics, Alpha College of Real Estate
29. 57106 8 Hr Real Estate Company Management & Agent Supervision (Other Real Estate Related), (On-Line & Correspondence), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
30. 57107 Ethics and Standards of Conduct (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
31. 57109 Preparing A Competitive Market Analysis (Property Valuation/Listing Process), 3 hrs Residential Real Estate Elective Topics, Carruthers Academy of Real Estate

32. 57111 Marketing and Servicing a Listing (Selling Process), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
33. 57113 The Tools & Techniques for Effective Buyer Representation (Selling Process), 3 hours Residential Real Estate Elective Topics, Prince William Association of Realtors
34. 57115 Deed Warranties, Tenancies and Decedents' Estates (Other Real Estate), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
35. 57117 Roll Your Dice & Take a Chance (Business Planning), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
36. 57138 Networking Your Sphere of Influence (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University
37. 57140 For Sale by Owners (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University
38. 57142 Competitive Advantage (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Liz Moore University
39. 57148 Ethics & Standards of Conduct (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Long & Foster Institute for Real Estate
40. 57153 Ethics (Ethics and Standards of Conduct), 3 hours Residential Real Estate Elective Topics, Provident School of Real Estate
41. 57155 Mortgage Market Meltdown (Finance), 3 hours of Residential Real Estate Elective Topics, Prince William Assoc. of Realtors
42. 57159 Commercial Group Investing and Disposition (Finance), 4 hours Commercial Real Estate Elective Topics, VAR
43. 57160 Commercial Group Investing and Disposition (Consulting Services), 4 hours Commercial Real Estate Elective Topics, VAR
44. 57161 Commercial Group Investing and Disposition (Leasing), 4 hours Commercial Real Estate Elective Topics, VAR

45. 57163 Copyright Seminar (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
46. 57165 Ethics and Legal Update (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
47. 57167 Fair Housing in the 21<sup>st</sup> Century for Property Managers (Other Real Estate Related), 3 hours Property Management Real Estate Elective Topics, VAR
48. 57169 Fair Housing , Agency, and Contracts Update (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, VAR
49. 57171 Fair Housing in the 21<sup>st</sup> Century for Property Managers (Tenant/Landlord Relationships), 2 hours Property Management Real Estate Elective Topics, VAR
50. 57174 Residential vs. Commercial Real Estate (Finance), 4 hours Commercial Real Estate Elective Topics, VAR
51. 57176 The Power of Goals/Business Planning (Business Planning), 3 hours of Residential Real Estate Elective Topics, Liz Moore University
52. 57177 Residential vs. Commercial Real Estate (Market Research), 4 hours Commercial Real Estate Elective Topics, VAR
53. 57178 Residential vs. Commercial Real Estate (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, VAR
54. 57180 The Code is Good Business (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
55. 57199 Code of Ethics & Standards of Practice (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, MAI Institute
56. 57202 What is Delivery? (Other Real Estate Related) 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC
57. 57204 Bankruptcy and Foreclosure (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, LC

58. 57208 Foreign Buyers and Sellers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, LC

B. Original application for post license education course, school application pending:

1. 57124 The ABC's of Community Associations (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, R & A Management & Referral, LLC

VI. Review of Limited Service Agency Courses

A. Previously approved Limited Service Agency course, approved school:

1. 57014 Understanding the Limited Service Broker, 2 hours Limited Service Agency, SML School of Real Estate (**Review of Instructor**)
2. 57022 Limited Service Agency, 2 hours Limited Service Agency, Real Estate III School of Real Estate (**Review of Instructor**)
3. 57054 Limited Service Agency (on-line), 2 hours Limited Service Agency, Shenandoah Valley Training Center, (**Review of Instructor**)
4. 57156 Limited Service Agency, 2 hours Limited Service Agency, New Millennium University (**Review of Instructor**)

B. Original application for Limited Service Agency course, approved school:

1. 57013 Limited Service Agency, 2 hours Limited Service Agency, Dailey Real Estate School
2. 57029 Limited Service Agency, 2 hours Limited Service Agency, Kirks Institute
3. 57120 Limited Service Agency, 2 hours Limited Service Agency, 360 Training.Com, Inc.

VII. Review of Pre-Licensing Courses

A. Previously approved pre-licensing course, pending school:

1. One Stop Real Estate School, 60 hours Real Estate Principles and Practices (Classroom & Correspondence)

#### VIII. Pre-Licensing Instructor Applications

1. Joel R. Ragusa
2. Vicki Shoemaker
3. Janice L. Soto
4. Hope F. Roots
5. Treena Diane Gibson (**Expert**)
6. Anthony J. Filliater
7. Dwight Everett Petersen
8. Pamela Peery Harvey
9. Laurie Chapman Blakey
10. Gregory W. Holman

#### IX. Additional Continuing/Post Education Instructors

1. **Sara Mendez Rodriguez and Carrie Deem Lindsey**, 55816/55817 (Contracts for Real Estate Professionals); 55823/55824 (Agency Law); 55835/55836 (Tax Matters In Real Estate Sales); 55884/55885 (Fair Housing); 55628/55629 (Introduction to Contracts); 56400/56401 (The New Limited Service Agency in Virginia); 56398/56399 (How to Help Clients Avoid Foreclosure); 56396/56397 (The Code of Ethics for Real Estate Professionals); 56629/56630 (Contract Update: Current Issues- Practical Problems), 56617/56618 (Virginia Real Estate Law), The RGS Title Real Estate Academy (**Childress**)
2. **Diane Cote and George Conery**, 56740 (Limited Service Agency), Alpha College of Real Estate (**Childress**)
3. **Jim Golden**, 56740 (Limited Service Agency), Alpha College of Real Estate (**Childress**)
4. **Timothy Freshly, Susan Walker & James Windsor**, 51727 (Real Estate Transactions Made Painless & Efficient), National Business Institute, Inc. (**Taylor**)
5. **Teddi Garrison**, 52315/52309 (Computer Marketing), Long & Foster Institute of Real Estate. (**Taylor**)
6. **Joann Kokindo**, 53361/53365 (Fair Housing), Long & Foster Institute of Real Estate (**Taylor**)
7. **Dan Withers**, 53649/56350 (Settlement-The Complete Transaction 1001), 52317/52308 (Agency), 56046/56047 (Offer to Purchase Revision 1), 54011/54012 (Real

Estate Law), Long & Foster Institute of Real Estate  
(Gaeser)

8. **Ginny Nelson, Robin Amato, Pat Widhalm, Judy Sullivan, Sallye Trobaugh, Donna Patton, Marcy Caffrey**, 56411 (Limited Service Agency), Virginia Association of Realtors (Gaeser)
9. **Carl Manasco, Jimmy Bolton, Bennis Butler**, 56200/56201 (2007 Ethics Seminar), Virginia Association of Realtors (Gaeser)
10. **Jackie L. Barrett and Philip Todd Fischer**  
56405 (2007 New Agency Law, 56044/56045 (A Breakdown of the New Appraisal and Financing Contingencies), 55831/55832 (Agency Demystified), 556403/56405 (Agency Law Demystified), 52543 (Congratulations- You Got the Listing!), 52289 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for Real Estate Agents-The Basics), 52542 (IRC 1031 Exchanges), 52541/55558 (Navigating the Regional Sales Contract - A Primer), 55556/55557 (The New Regional Sales Contract), 52281/55554 (The New Regional Sales Contract-4 hours), 52544 (Unconventional Transactions-A Primer), 52282/53289 (Unconventional Transactions), 56166/56167 (Understanding Your Upcoming Virginia Transaction), 56435/56436 (What Is Delivery?), 56585/56586 (Limited Service Agency), 56553/56554 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed-An Overview of an Alternative Transaction), 56593/56594 (Title Insurance: What is it? Why get it?), 56919/56920 (Ethics for Real Estate Agents), 56921/56922 (Fair Housing Law), 56892/56893 (Home Inspections in Northern Virginia), 56820/56821 (Foreclosures and Short Sales - A Primer), and 56818/56819 (Foreclosure and Short Sales)  
(Childress)

X. Other Business

XI. Public Comment

XII. Adjourn